

AS Tallinna Vesi

Interim results

12 months ended 31 December 2010

28 January 2011

Speakers



Ian Plenderleith
CEO, Chairman of the Management Board



Siiri Lahe
CFO, Member of the Management Board

Highlights – Twelve months of 2010

Sales from main operating activity increased by 0.6%

10.1% decrease in operating profit from main business

Water Quality – 99.59% compliance, best ever performance

Almost full compliance with LoS

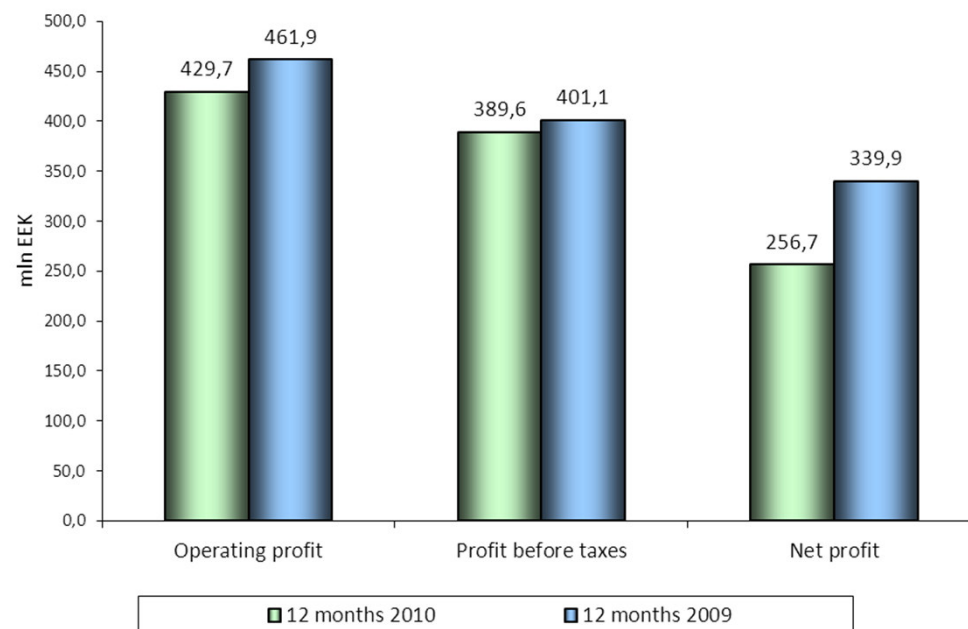
Q4 – Nitrogen failure at WwTP

Anti Monopoly bill passed – Tariff application submitted

Complaint Lodged with the EU commission

Financial Highlights in 12 mths 2010 compared to 2009

| <i>mln EEK</i> | 12 months | 12 months | Change | Change % |
|----------------------------------|-----------|-----------|--------|----------|
| | 2010 | 2009 | | |
| Sales | 777,3 | 772,4 | 4,9 | 0,6% |
| Gross profit | 453,7 | 488,4 | -34,7 | -7,1% |
| Operating profit | 429,7 | 461,9 | -32,2 | -7,0% |
| Operating profit - main business | 377,9 | 420,6 | -42,6 | -10,1% |
| Net profit | 256,7 | 339,9 | -83,3 | -24,5% |



Water and Wastewater and other revenues

Revenues

| million EEK | 12M 2010 | 12M 2009 | Ch. EEK | Ch. % |
|-----------------------------------|--------------|--------------|-------------|--------------|
| Domestic | 372,3 | 379,3 | -7,0 | -1,8% |
| Commercial, in area only | 267,7 | 273,3 | -5,7 | -2,1% |
| Commercial, outside area only | 53,4 | 40,0 | 13,4 | 33,6% |
| Overpollution | 13,3 | 14,7 | -1,5 | -10,1% |
| Water and wastewater total | 706,7 | 707,4 | -0,7 | -0,1% |

Volumes

| million m3 | 12M 2010 | 12M 2009 | Ch. M3 | Ch. % |
|-----------------------------------|-------------|-------------|------------|-------------|
| Domestic | 27,4 | 27,7 | -0,3 | -0,9% |
| Commercial, in area only | 8,5 | 8,6 | -0,1 | -1,2% |
| Commercial, outside area only | 5,0 | 4,1 | 0,9 | 21,5% |
| Water and wastewater total | 40,9 | 40,4 | 0,5 | 1,3% |

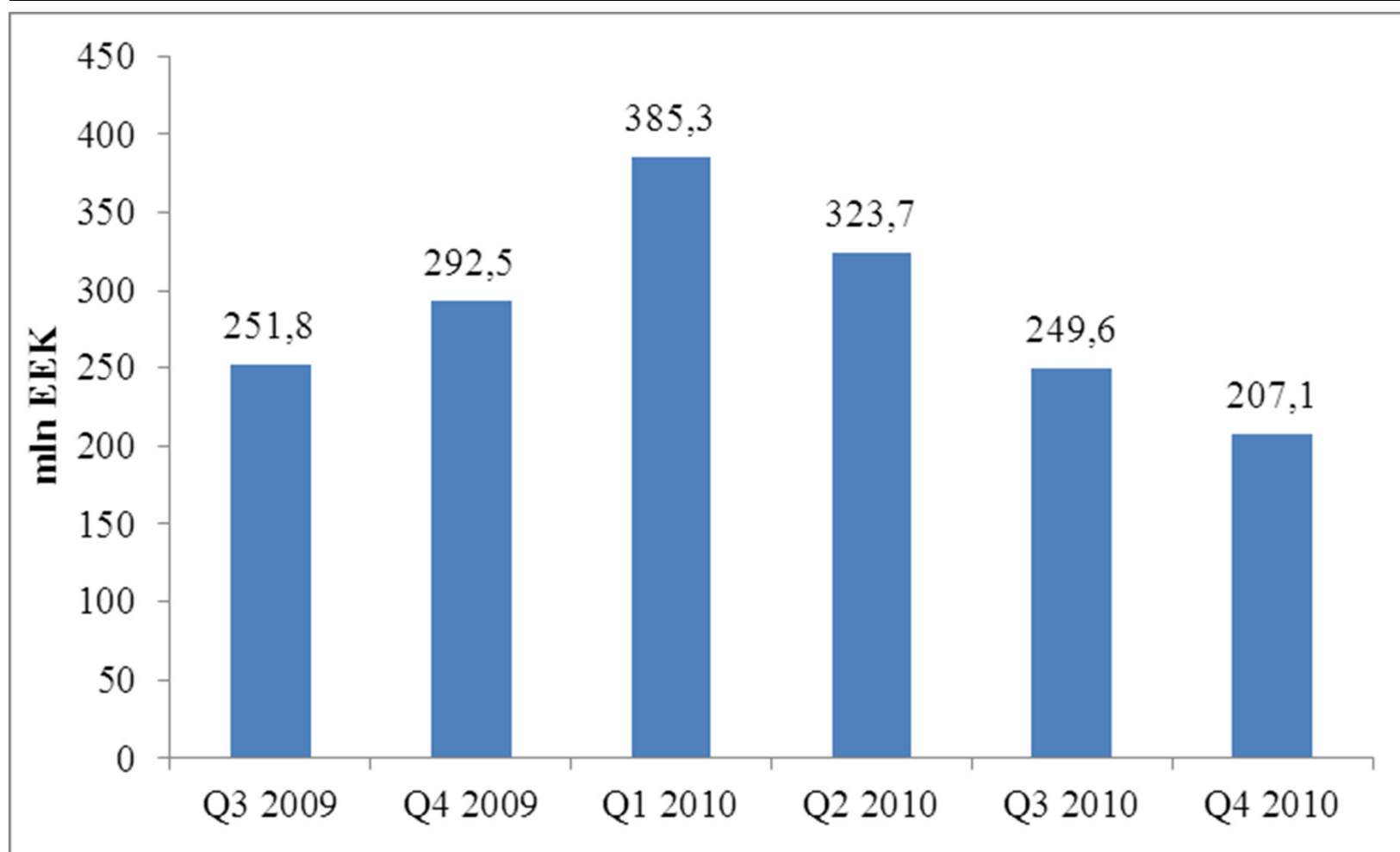
- Other main business revenues 70.6 mln EEK, by 5.6 mln EEK or 8.6% higher y-o-y

Costs: 12 mths 2010 compared to 12 mths 2009

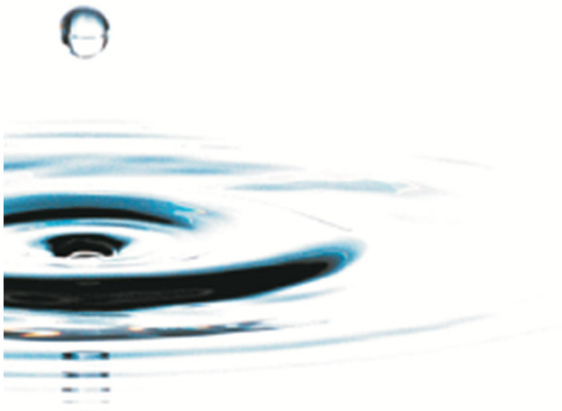
| 12 mths 2010 | 2010 | 2009 | Δ | Δ |
|---------------------|--------------|--------------|--------------|----------|
| | m'EEK | m'EEK | m'EEK | % |
| Costs of goods sold | 323,6 | 284,1 | 39,6 | 13,9% |
| Marketing | 12,3 | 11,2 | 1,1 | 9,8% |
| Overhead | 57,1 | 53,5 | 3,6 | 6,8% |
| Net Other income | 45,5 | 38,3 | 7,2 | 18,8% |
| Net financial costs | 40,1 | 60,9 | -20,7 | -34,1% |

Costs of goods sold excl Maardu by 31 mln EEK higher than nine months of 2009

Cash Position



- Cash balances by 85.4 m'EEK lower than as of 31 December 2009



Thank You!

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